



DEAL KILLER REPORT · LAST 12 MONTHS · THROUGH OCTOBER 3, 2026

Surf City

Resale homes (new construction and land left out)

When a deal dies in Surf City, it costs the seller about \$61,500

31 of about 197 contracts for resale homes in Surf City fell apart over the last 12 months — about 1 in 6. The ones that sold later took 121 more days and sold for 6.7 points less of their first asking price than homes that closed on the first contract. And 35% of the homes whose deal died never sold at all.

16%

of contracts fell apart
31 of about 197

121

extra days on the market
158 days vs. 37 on the first contract

\$61,500

estimated cost of a dead deal
with a mortgage

35%

never sold at all
of the homes whose deal died

6.7

lower price (points of first ask)
90.0% vs. 96.7% of first asking

\$49,000

if the home is paid off

What a dead deal costs, line by line

A typical \$649,998 home	Per day	121 days
Mortgage interest	\$103.71	\$12,549
Property taxes	\$10.69	\$1,293
Insurance	\$8.22	\$995
Upkeep	\$17.81	\$2,155
Utilities	\$8.22	\$995
Holding costs	\$148.65	\$17,990
Lower sale price (the scar)		\$43,500
Estimated total		\$61,500

Most resale deals die over the home inspection, the appraisal or the buyer's loan.

A pre-market inspection finds the big items before a buyer does. Fix them or disclose them up front, and a buyer has no surprise to renegotiate over or walk away from. It's part of the Buddy Blake Team's home selling system.

An estimate, not a quote: 20% down at 7.28% (Freddie Mac 30-year average, 2026-10-01), interest only; median property tax bill on these homes (MLS); insurance \$250/month, upkeep 1% of value a year, utilities \$250/month, HOA = median dues.



By age of the home

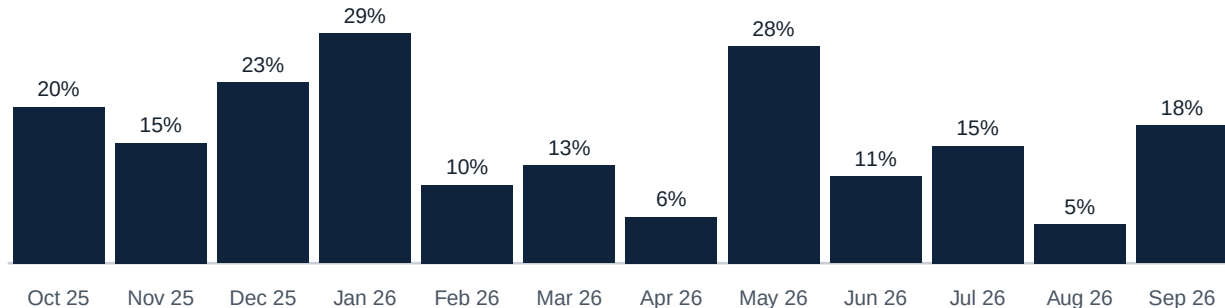
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	70	11%	—	—	—
10–19 yrs	18	11%	—	—	—
20–29 yrs	53	23%	84	4.5 pts	\$55,500
30–49 yrs	37	11%	—	—	—
50+ yrs	19	26%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
\$300–400K	22	14%	—	—	—
\$400–500K	33	9%	—	—	—
\$500–750K	40	8%	—	—	—
\$750K–1M	51	26%	178	9.1 pts	\$109,500
\$1M+	48	17%	—	—	—

Month by month

Share of contracts that fell apart, by month





Homes behind the numbers

Recent deals in this report that fell apart, with what happened next. Dates are when the contract fell apart.

Address	Town	Now	Fell apart
304 Edgewater Way	Surf City	Back on the market	Sep 16, 2026
918 N New River Drive 515	Surf City	Back on the market	Sep 2, 2026
9021 W 9th Street	Surf City	Back on the market	Aug 9, 2026
100 Gateway Condos Drive 126	Surf City	Back on the market	Jul 8, 2026
1001 S Topsail Drive	Surf City	Back on the market	May 29, 2026
105 High Point Avenue A & B	Surf City	Under contract again	Jun 28, 2026
9005 E 9th Street	Surf City	Sold	Sep 28, 2026
504 Airlie Vista Lane	Surf City	Sold	Jul 14, 2026
1423 N Shore Drive	Surf City	Sold	Jul 14, 2026
305 N Topsail Drive 5	Surf City	Sold	May 30, 2026
615 N New River Drive Apt D	Surf City	Sold	May 26, 2026
1004 N Shore Drive	Surf City	Sold	May 1, 2026
828 /102 N New River Drive 102	Surf City	Sold	Apr 10, 2026
1909 S Shore Drive	Surf City	Sold	Jan 24, 2026
1915 N Shore Drive	Surf City	Sold	Jan 23, 2026
604 S Shore Drive	Surf City	Sold	Jan 7, 2026
918 N New River Drive 333	Surf City	Sold	Jan 4, 2026
2005 N Shore Drive	Surf City	Sold	Dec 4, 2025
1625 S Shore Drive	Surf City	Sold	Dec 4, 2025
200 Gateway Condos Drive 214	Surf City	Sold	Nov 27, 2025
110 Edgewater Way	Surf City	Sold	Oct 27, 2025

How these numbers are counted

Resale homes only — new construction and land are left out. A deal "fell apart" when a home went under contract and then came back on the market, or was canceled, withdrawn or expired after a contract was written, however long the contract lasted. Each one is followed to what happened next. Extra days and the price scar compare homes that sold after a deal fell apart with homes that sold on their first contract in the same area and slice. The MLS doesn't record why a contract ended. Source: Hive MLS data compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.

Want the numbers for your home? Call or text Buddy at (910) 395-1000.